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# Software Sales Up 7.8 Percent

North American sales of PC applications software reached \$4.37 billion in the second quarter, a 7.8-percent increase over the second quarter of 1994.

That is the word from the Software Publishers Association, which adds that international sales increased 10.7 percent.

Quoting SIA figures, the Boston News Service says combined North American and international sales increased by 12.9 percent

during the period, while unit sales at North America jumped 4.1 percent.

Revenue says sales of Windows applications increased 16.9 percent for the quarter ending \$4.1 billion, while DOS sales fell 3.3 percent from the year-ago quarter to \$1.67 billion. In fact, DOS applications sales were no smaller than Apple Macintosh software sales. (A total of \$239.5 million in Macintosh applications were sold in the quarter, a 7-percent decline from the year-ago period.)

# Storage Format War Brewing

Media consultant DataTrend of Menlo Park, California, reports that a major contest is emerging between storage systems manufacturers, as makers of rigid disk storage, small optical disk and high-capacity floppy disk drives are all taking aim at the burgeoning market for storage-retrievable disk capacities between 100MB and 1GB.

Despite the traditional demand for such drives in graphics, security and printing

production, a new generation of higher-capacity drives at lower prices has opened the door to new markets for which even more disk capacity is needed. Manufacturers have already shipped and seen that will use storage available have generated a strong response for and in applications (medical, preparation, video production, training, film distribution from libraries, backup on personal computer hard drives and a variety of other growing applications, says DataTrend.

Although several more vendors provide removable disk storage products it appears to this early fourth quarter to \$3.1 billion during the first year period ending in 1994, the market is now beginning to show signs of saturation. The market is projected to grow slowly. Sales (the market growing annual growth is expected to be high-capacity floppy drives, which is forecasted to jump from 201,800 units shipped in 1994 to 2.4 million in 1996.

According to DataTrend, over 1.5 million floppy drives with capacities 100MB or more are saturating the rapid growth for high-capacity floppy disk drives. Shipments of other high-end floppy drives are increasing, but the new low-end drives are finding immediate acceptance in a much broader market, including home PCs.



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## Intel Offers New OverDrive CPU

Intel Corp. has released an 8MMx Pentium OverDrive microprocessor upgrade for 100MHz and 133MHz 486DX4-based systems. Intel says the new OverDrive microprocessor will provide a 20% performance increase in some typical applications.

Intel notes that the latest Pentium OverDrive upgrade delivers a substantial performance boost to most systems. Although performance gains vary with each computer and application, Intel says an upgraded 8MMx 486DX4-based system will realize more than a 20 percent performance increase in some typical applications. The 8MMx Pentium OverDrive processor is shipping now for \$129.99.

Intel has also lowered prices on several other OverDrive upgrades. The Pentium OverDrive microprocessor, which was \$129.99, now sells for \$119.99. The 8MMx Pentium OverDrive processor and 754MHz Pentium OverDrive processor now cost \$119.99 and \$129.99, respectively. Prices include shipping and other costs.

## Scientist Warns of Robot Revolt

A scientist warning that robot robots could someday destroy humans.

Experts should stop looking at ways of making robots "power on before a time line," says Kevin Warwick, a professor in the department of computer science at the University of Reading. "It is probably a bigger issue than human genetics," he told a news conference before a keynote speech at a recent British scientific conference.

According to Warwick, robot scientist Paul Myners, Warwick said "experimentation showed robots would already have been their own experiments and have their own minds. They were created by a human. The next stage is to create a robot to create a robot and so on." Warwick.

"What we're really doing isn't creating the robot, but creating the level of intelligence you put in it. Humans, they might not be," said Warwick.

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Age	Years	100	35.5	12.5
Gender	Male/Female	100	50/50	-
Education	Years	100	12.5	2.5
Income	\$/month	100	1500	500
Marital status	Married/Single	100	60/40	-
Occupation	Various	100	-	-
Health status	Good/Bad	100	70/30	-
Smoking status	Smoker/Non-smoker	100	30/70	-
Alcohol consumption	Yes/No	100	20/80	-
Exercise frequency	Times/week	100	2.5	1.5
Stress level	Low/High	100	40/60	-
Sleep quality	Good/Bad	100	60/40	-
Dietary habits	Healthy/Unhealthy	100	50/50	-
Family size	Number of children	100	2.5	1.5
Work hours	Hours/week	100	40	5
Commuting time	Minutes	100	30	10
Health insurance	Yes/No	100	80/20	-
Access to healthcare	Yes/No	100	90/10	-
Healthcare costs	\$/year	100	500	200
Healthcare satisfaction	High/Low	100	60/40	-
Healthcare accessibility	Yes/No	100	70/30	-
Healthcare quality	Good/Bad	100	60/40	-
Healthcare affordability	Yes/No	100	70/30	-
Healthcare availability	Yes/No	100	80/20	-
Healthcare effectiveness	High/Low	100	60/40	-
Healthcare safety	Yes/No	100	90/10	-
Healthcare transparency	Yes/No	100	80/20	-
Healthcare accountability	Yes/No	100	90/10	-
Healthcare responsiveness	Yes/No	100	80/20	-
Healthcare communication	Yes/No	100	90/10	-
Healthcare collaboration	Yes/No	100	80/20	-
Healthcare innovation	Yes/No	100	70/30	-
Healthcare research	Yes/No	100	80/20	-
Healthcare education	Yes/No	100	90/10	-
Healthcare training	Yes/No	100	80/20	-
Healthcare certification	Yes/No	100	90/10	-
Healthcare accreditation	Yes/No	100	80/20	-
Healthcare regulation	Yes/No	100	90/10	-
Healthcare supervision	Yes/No	100	80/20	-
Healthcare monitoring	Yes/No	100	90/10	-
Healthcare evaluation	Yes/No	100	80/20	-
Healthcare improvement	Yes/No	100	90/10	-
Healthcare innovation	Yes/No	100	70/30	-
Healthcare research	Yes/No	100	80/20	-
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Healthcare supervision	Yes/No	100	80/20	-
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### Boasting Aid Offers '446 Power

Once, one of the world's three largest buying aid manufacturers, says its latest model is also the world's smallest computer.

The company, which is based in Research, Minnesota, re-engineered Digiforce and one process 14 million instructions per second, which means that clearing, emptying processes were competing power is a better deal than that equals a standard 446 PC.

Given the reports that Digiforce will be further boosting aid to which the word processing is fully digital. The device offers up to 100 software-controlled adjustment parameters, compared to the 10 parameters allowed by most traditional memory aids. "The value of the digital computer power can be compared to the traditional from radio with only two and only controls to a fully digital recording studio," observes a statement issued by the company.

Digiforce is scheduled to ship in early 1996. Its price has been announced.

### EE: '446 PCs Fading Away

New research from Computer Intelligence Inc. (CPI) indicates that, for the first time, sales of desktop computer manufacturing. Pentium processors have surpassed sales of all 486-based desktop models.

CPI notes that while in the first three months of 1995, 486 PCs held a commanding lead over Pentiums through all channels, that market's momentum began to shift in April when Pentium sales surpassed the more than 33 percent of the market. By June, the Pentium

led sales about, generating a 47 percent share of the market. In July the Pentium's market share reached 51 percent.

"It's more important to show the success of the Pentium processor," says Paula Kelly, an analyst for the La Jolla, California-based market study firm.

"Intel's pricing strategy to its OEMs, and its particular to market leaders such as Compaq have made a financially adverse for vendors to continue manufacturing and marketing 486-based products, except on a short-term basis. Future prices will continue to favour vendor and retailer efforts to market 486 models in real time."

CPI says that by November, "446-compatible PCs will represent less than 12 percent of PC sales."

### New Gates' New House on the Web

Microsoft's Publisher Communications Inc., a Kirkland, Washington, high-tech public relations firm, will be going to the construction of Bill Gates' new home through the Web. It was on the World Wide Web.

Global entry site work, the firm says. "New design sites will flourish as long as the construction of Bill and Melinda Gates' 150-million mansion."

"While there are a number of people wondering what happens to the SPA they expect on Windows 95, we thought it only fitting that they be given the opportunity to see where some of those dollars are being invested," says Don Bird, president of Microsoft's Public

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## John, Kenneth, and Kenneth W. Brown

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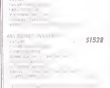
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## Frequently Asked Questions

# Windows 95 Installation & Setup

From El-Hasin

**Why does Windows 95 report that certain drives in my system are operating in MS-DOS Compatibility Mode?**

This can be a result of many different things. MS-DOS Compatibility Mode is much slower than 32-bit disk access mode. The following is a list of possible reasons why a drive is running in MS-DOS Compatibility Mode:

- It is compressed with Hardwin 4.0 or later.
- The controller requires a driver which is not included with Windows 95.
- The controller has a DOS driver that loads into SMI1 and does not allow Windows 95 to take over.
- The hard drive is using a version of Disk Manager lower than 4.00.
- You have "Virus Checking enabled" in your system BIOS.

Note: CD-ROM drive interfaces are not supported by Windows 95, and you are running the DOS real-mode driver from your AUTOEXEC.BAT and CONFIG.SYS.

In addition, the Phoenix BIOS/CMOS configuration card is not directly supported by Windows 95 so Windows 95 will run in MS-DOS Compatibility Mode. However, Phoenix currently has two drivers for Windows 95 publicly available, which allow Windows 95 to take full advantage of this card, and then is in 32-bit.

disk access mode. For more information regarding CD-ROM drive support, read the notes listed "Can I safely delete my AUTOEXEC.BAT and CONFIG.SYS?"

**Can I safely delete my AUTOEXEC.BAT and CONFIG.SYS?**

Note: When the document refers to removing a file in your startup files, it means that you may delete it or you a file before a backup any files that you are going to change, before you begin editing.

Although Windows 95 supports many hard-ware devices, it does not support all of them. Thus, the answer to this question depends on your system configuration. The first step is to open the Device Manager in Windows 95:

- Right-click on My Computer.
- Click on Properties.
- Click on the Device Manager tab.

Browse through the listed hardware devices. Check to see if Device Manager lists every piece of hardware in your system, including your CD-ROM and sound card. If it does, then you can begin the process of editing your AUTOEXEC.BAT and CONFIG.SYS, if you have not already done so. This process is optional, but will most likely speed up many things in our being used mainly in your AUTOEXEC.BAT you may remove MXTD05, though Windows 95 should have

Continued on page 102

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The user interface is well thought out and well implemented, which is kind of unusual in ChemDraw applications. There are a number of "tools" which "magically" let you do things quickly and easily. When I accidentally drew a tool I could easily immediately release it.

#### General Likes

##### • Printing Functions

As far as I know, I was surprised that ChemDraw decided to include printing (or the stripped drawing) functions. I've been working in BeDraw and FreeDraw so it's been awhile since I've even thought about the stripped drawing tools. To my delight, I got unexpected work for the money, as which was one of my favorite parts went back to my interface days.

##### • Other Nice Features

Adjustable print resolution. One major feature in ChemDraw is the resolution and depth settings. With these controls you can adjust the resolution of your printing tools, and the size depth (number of colors or shades of gray) of the printing. Here, you specify the width and height of the printed resolution and in full color.

Drawers, editors, Personalities. I don't see much use for the drawers editors integrated (or applied to drawing objects) you get some priority only results where you draw the file support and graphics. There may be more when, for others, it works. I have used this feature for creating rough sketches while I draw them over with drawing tools. Easy to use the drawers editors but personally I think the print module is too cumbersome for the sake in doing what will save time for an interesting time in practice.

##### • Drawing Functions

It didn't take long for me to be confident with the drawing functions in ChemDraw. They are essentially similar to the functions and tools to many drawing programs. Overall I would say that the drawing tools are consistent, well implemented and highly functional. Drawing and text handling are definitely ChemDraw's strong points.

The program has a lot of features for many functions, and editors for colors and patterns. I think ChemDraw's major tools for the drawing functions, they are simple, consistent and very effective. I enjoyed getting into the program editor, especially with a few features in a dark room late at night.

ChemDraw has excellent text manipulation functions including a drawing program. You can load text to objects to create curved text and improve, wrap text around objects for better layout and even more options to insert to add various styles and effects. ChemDraw's text manipulation functions are very useful for the layout with a lot of text.

I liked the default line, rounded and straight line controls and editors. ChemDraw made these features actually useful. It's great for map and technical drawings. After very useful for technical drawings on the Views, layout and layout functions. There are well implemented and very consistent (some you know they are there).

The shape feature (which allows you to draw lines, circles, boxes, arrows, etc.) is useful and kind of fun (though I would like to be able to add other shapes to the menu).

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before your browser. When I saved the program on my Quattro 486 it worked fine, and the files like the point module was clearly not on the CD, despite it. Also, when creating between point and draw windows there is a lot of disturbing and time consuming colour redrawing. (That, don't have test off pictures upon more often than necessary)

#### Point Windows

To use the Point Windows you have to create a separate point window to create point objects. Instead of this the use of having various resolution and colour depth in one show must be (I say) there in the CD. Another draw of the mentioned resolution is that it doesn't preserve well on TV size monitors. I think I like the fact that as you increased resolution, your pointing tools get smaller (your point levels will point the same number of pixels they are just smaller). This means the more they drawing look better so many (in busy hands) makes.

#### More needs

I would really like a multiple undo when I work as an application that has this feature is really appropriate. It's probably the biggest lack in this program.

Memory is another consideration. It takes at least 2 megabytes of RAM (minimum) to run the program and with more when I altered 3 meg I still had memory shortages when trying to move pointed objects between layers.

My biggest complaint is when printing is so well supported. The reason there is some serious operations, the page and pages set up dialogue boxes are the standard point draw boxes. This is one of those major reasons for me and a great relief for another. For someone who already used advanced printing features they can't work without them, the someone who's never heard of them, they never need them. CharDraw does support the Postscript Matching System, another one of those mixed blessings. Why can only colour and area colour colour printing though trying to match colours on the screen to colour on your output will plug in your format. So for CharDraw doesn't come with built in other back ground purposes too usually has it then work, although not frequently (just don't try to do anything until the screen is completely redrawn as the file is completely specified, this helps. CharDraw does support Quick turn though I don't have much use for this feature in a drawing program at this time.

#### Conclusion

While CharDraw is a well implemented and very intuitive drawing program, a real shame about being everything to everyone. You can use it for drafting, drawing, illustrations, slide presentations and slide production, desktop publishing and scanned image processing but I wouldn't do all of the above without some backup. If one of those users or your major use, you would probably need other programs for support (particularly for colour images) and scanned image scanned images and TIFF file editing).

I wouldn't call this a major software need you need to get the same for most software packages I use Microsoft Word, CharDraw, Excel, WordPerfect, Windows Regenerator, Quick Space, Plotting, Typewriter, TurboCAD, MacDraw and Windows Pro just

in keeping life together. For the business user, the occasional use as the just for the use, Char Draw is great. If you had to develop entire pictures, you would get a lot of mileage out of this program. Maybe if you had a slide project.

If you already have a graphics or illustration program the major attraction might be the ability to create slides and slide presentations, the graphics editor, the free time resolution and the standard drafting capabilities. I wouldn't want to design just regular web

CharDraw but you could certainly use it to design the first part of your house. It's definitely useful for someone who needs to do technical drawings or maps and can't spend the time or money to learn a drafting program. For simple business and flyers, this program can do it all. The reason because you can do it all. The reason because you can do it all. The reason because you can do it all.

Char Draw is kind of a low program for the graphics "the professional" or the serious neighborhood graphics user, but not

for the busy screen, commercial illustration (they happen) I think I'll play with the tool, looking forward to it while, and when I can come up with it.

About the author: Michael Marston is a Vancouver artist/publisher and designer who uses along with all that for about a lot of work on computer graphics and desktop publishing, as well as teaching and consulting with community-based organizations, churches and small-business businesses. You can contact him at computer\_player@interlink.bc.ca

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Word! allows new programs to be multi-tasked — in an separate process in the background to improve performance. The Office applications don't make much use of multitasking, however, adding it only in printing.

A nice Word! feature that may take getting used to is "Scripts" — you can now highlight part of a document, and drag it to the desktop, where the script can sit and wait for you to drag it into a different document or even a different application. Use it, for instance, to drag an address from a letter and drop it into a contact list, but like other features, only usable with Win95-compatible applications. All of Office 95 (including right-clicking on the desktop) gets you the standard Word! popup menu — choose how to copy or paste a new Word or Excel or PowerPoint document. In fact, as with Win95 in general, right-clicking is implemented throughout Office 95.

Office 95 applications also all make use of Win 95's Exchange chain — you can send e-mail from any of them, or use it to share information across a network.

You can also use Word to add your Exchange e-mail help items to all the applications, via impressively connect you to the context menu on the Microsoft Network (if you have registered for an account).

### Working together

Scripters have been rewarded as a bargain — a way to get three or four applications for the price of one. Office users in the meantime, as before, building MS Word word processor, Excel spreadsheet, and PowerPoint presentation graphics (plus the Access database in the Pro version). Schedule Plus, a group scheduler and personal information manager that debuted in Windows for Workgroups has been moved from the same Windows package into Office (Win95 users can get a free upgrade of Schedule+ from Microsoft).

As well, note marketing has claimed the purchaser would find a easier working with a reformation of applications that were updated the same interface. Unfortunately, the reality has not always lived

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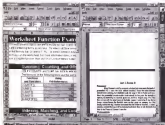
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up in this—the applications found in earlier may have come in a single box, but have needed to leave more than a little to be desired in terms of working together.

Office 95 is better than previous versions in this way—Microsoft's program-

mers worked on using as much common code for all of the applications. They share File Open and Save dialog boxes, for example, enhancing Word's standard dialogues with features of the selected files and integrated search.

While most of Word 4.0 could run AutoCorrect, now this feature appears across the Office, as does a new help extension, the Answer Wizard. A good touch is the vertical scrollbar—you can now see what page number you're

writing in. Common spell-checking dictionaries, including user-customized dictionaries.

You can open these applications from Word's Start Menu, but by default, you get the Microsoft Office Shortcut Bar, replacing the previous version's menu. Microsoft Office manages (OEM), the Shortcut Bar (copy, no auto-restore) floats on the desktop, or can be anchored to an edge of the screen—and you can add any Word shortcuts to it, by just dropping it into the Microsoft Bar—making it an easy way to access any of your favorite applications, whether to part of Office or not. You can have multiple Shortcut bar(s)—it's configurable enough that some users may find it preferable to Word's Start Menu for most of their computing.

In addition, Office adds a new kind of document—a Binder file. This lets you combine data from any of the Office apps, or other Office-compatible software into a single, notebook-like setting, as easy as dragging them in. You can number pages, or check spelling, as if this was a single file regardless of the source of the data, a step in the direction of working with documents that fit your data, without having to start off with single applications. Because the Binder uses OLE 2, as you change to a page contained in a different application, you don't open that application—your tool bar and menu change to fit the data. (And OLE 2 works much more seamlessly in Word than in previous versions—but will demand a lot of time).

Several years ago, Microsoft promised a single, Visual Basic-based macro language, that would be supported across its applications. While Excel has supported Visual Basic for Applications, Word and PowerPoint still lack this support. Word and Excel continue to use the same file formats with the previous versions, but PowerPoint and Access produce new, incompatible files.

#### Working Separately

The applications in Office95 benefit from being designed for Windows95, and to share the common features of Office. Otherwise, the actual features of the separate applications are not dramatically changed from the last generation. That's not a bad thing—Word 4.0 and Excel 5.0 were both rich with features that many users still have. I had a chance to fully get used to

All applications in the suite now sport a "1.2" version number—even though in some cases, this means jumping a few numbers (Excel 3.0 to 7.0, Access 3.0 to 7.0). Word skipped in the previous generation, from 2.0 to 4.0, now it too, shares the 7.0 number).

Word 7, for example, builds on the previous version's AutoFeatures, some-

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times feeling like it's become Auto-anything. As before, you see Auto-convert (now available on all the Office apps) to that when you type "alt" you get "E" (Now you get auto-bullets featuring a line with "..." gets you the default bullet symbol). Start with a number and you get a formatted numbered list. Word's auto-format. A row of dots becomes an instant border.

When it's your typing, and your spelling can be checked, that seems to work most smoothly than a similar feature in the beta of Lotus's Word Pro that I recently looked at—there, every word typed appeared in a bubble until you finished typing it by pressing the spacebar—a disconcerting clumping of colour.

Auto-convert also comes to Excel AutoCorrect, again. But also AutoComplete like in Quattro or MS Office, that is type in a previously-appearing name in a cell, and it fills in the rest for you. Highlights a bunch of cells, and the info is automatically calculated, and displayed on the bottom of the screen.

Now to Excel 7.0 is Data Mapping, a feature that powered on Lotus's 1-2-3, release 5. Data in a spreadsheet can be translated into a colour-coded map, as easily as into a chart. A base set of maps is included, with the promise of more from third-party suppliers (in a neighborhood map of Vancouver, no yet).

Another steal from Lotus SmartSuite is tighter info between the spreadsheet and the database program, in this case, Excel and Access. Query will have to wait for Access 7.0 to use these as tables, however.

I wasn't too impressed with the Windows for Windows version of Schedule, performing Lotus's Organizer as a simple personal information manager (PIM). I haven't seen anything in the OS-Suite Schedule - that changes the opinion, but if you don't currently use a PIM, it's worth a look, it is more fully-functional than the previous version. As well, it is well integrated into the rest of Office (for example, you can pull names and addresses out of Schedule - into a Word letter OK - it also includes a Wizard to work with the Times computer watch).

And I haven't looked at PowerPoint, Office's presentation graphics program - I'm saving it until I can compare it head-to-head, with Lotus's new, Win95 version of Freelance Graphics.

Like all of the current series, Office 95 is a hefty program, that can demand a lot of memory and hard drive space. It can be installed as a minimal feature, taking a "meat" 27 megs, or can be set up to use all a CD-ROM drive (which will take the 38 megs of hard drive space). Microsoft claims a typical installation

will require about 55 megs of space - a full install takes 88 megs. If you find yourself regularly opening Word and Excel at the same time, perhaps in drag a spreadsheet chart into a word processing document, you'll be best off with 16 megs of ram. If you got the CD version, you get the bonus of Microsoft Bookshelf on the disk - a useful collection of reference tools (dictionary, thesaurus,

atlas, desk encyclopedia, business glossaries, and).

There are also some small offices running Win95 may find their needs better served with one of the new generation of all-in-one programs, such as Microsoft Works 95, or the soon-to-be-released Class Works 4.0.

Even though the biggest improvements seem to find with the suite come

from Windows 95 (like long file names) rather than from the core applications, at the moment, this is the product of choice for business users running Windows. Even when Lotus and Novell release their Win95 competitors, it is a few months, this will remain the one to beat. ☐

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Windows XP means that you will still need to install the SCSI drivers, and use the Windows XE drivers for Windows XP Anniversary. Some users report problems using CHS/DMA drives, such as Maxtor's, when they are installed in Seagate's IDE controllers; you will need to use the SCSI driver from their IDEBIOS and IDEBIOS in addition. I've been told the on-board IDE BIOS-DMA support is not supported by Windows XP. Keep in mind that Microsoft does not want the drive-in for those people, the respective companies are responsible for their own products. If you have a problem with the IDEBIOS or IDEBIOS, it is likely that the same goes for the SCSI driver. If your SCSI controller is not supported by Windows XP, then Windows XP will not allow you to use the SCSI device. For instance, the PATA-280 SCSI controller installed with the popular Canon C280-100 drive is not supported by Windows XP, thus you will need to use the SCSI device if you plan to use it. (Note: Windows XP will not allow you to use the SCSI device if you plan to use it.)

Windows XP Anniversary IDEBIOS will also work, which is included in Windows XP. Most of the currently available drives like Windows XP drives do not fit in the category.

### Why do I get Protection Failure and Blue Screen crashes?

With the right thousands of combinations of all hardware and software possible to have on a system, it was impossible for Microsoft to test Windows 95 with every different combination. Thus, there are some hardware and software devices which will conflict with Windows 95, and bring it to its knees. One of a lot of some of the programs which are most trouble are the PROGRAMS [TC] the which Windows 95 placed in the Windows directory. There are a few things that you can do about this. First off, let's review the section titled "Can I safely delete my AUTOTEST.MSI and COMPAQ.MSI" Make sure that you remove every device that you don't need, so that you don't run into problems with Windows 95. Secondly, you can try lowering the acceleration rate of your video card. In the end,

- Right click on My Computer
- Click on Properties
- Click on the Performance tab
- Click on the Disk section

Like a Laser, nonbusiness lettering does not come with the usual problems of many fonts. It doesn't work that well. Many have been "Problems," which have used a genuine font of Windows 95, installed the relevant version of Windows 95, and the older version. This can, and most often does, result in the font being lost in the older version, and in some cases (Windows 95) even in the older version of Windows 95 itself. This can be avoided even so, either by using Windows 95 (which has the Windows 95 fonts) or by installing a genuine Windows 95 font (which is not available) or by installing a genuine Windows 95 font (which is not available) or by installing a genuine Windows 95 font (which is not available).

them. For instance, the volume.001 driver is automatically installed by many popular programs, including Microsoft Office. Windows 95 provides the most functionality in volume.001, which is to provide the sharing capabilities, so loading volume.001 from the system list is redundant; drive.001 does the loading process, and takes up memory. This is just one example of a driver which is not to be removed. Another is volume.004, which is added to the BIOS, for example. This driver is

created by the Windows Add-Ons, Backup, and File Manager add-on programs. You can easily remove the files you want to.

[illegible]

These problems can be caused by either of the following conditions:

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to the root directory of drive C:. To do so, type the following line at the command prompt:

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45-54	15.5%	15.5%	15.5%	15.5%	15.5%	15.5%
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You can always go back to using QEMM later (if you have a saved enough version)... but some of its advanced features, such as Smooth or DOSLUP will no longer work. And you may find you no longer need QEMM to run DOS programs, such as games, under Windows.

Think about your other hardware. Windows 95 supports most video cards, sound cards, printers, CD-ROMs, and other peripherals, right out of the box, but any other PC operating system... that it doesn't support everything in many cases, there are simple workarounds—your sound card may work as if it was a Sound Blaster, your printer may emulate an HP LaserJet model. In other cases, you may be able to run your old DOS or Windows drivers.

Despite this, most people simply don't switch with Windows 95—and that not until the manufacturers come up with Windows 98. Windows doesn't include any scanner drivers. My HP Scanner 2C scanner however, works fine with the old DOS drivers. But Microsoft scanners don't want to work—not even with their old Windows drivers. Similarly, there are no drivers included for digitizing tables.

Microsoft has published a hardware compatibility list. It can be obtained from their Internet site <http://www.microsoft.com>, or from other sources.

— CD or floppy? If you have a CD drive, that's the way to go. It's much quieter and easier to move from a single CD disk than from a dozen or so floppy disks. As well, the CD is a bunch of money not found on the floppy—some \$100, like sound schemes, video clips, and photos of other Microsoft products. But

also some useful utilities—LPHOME, ESD for using older backup programs with Windows long file names, SLIP drivers for the Internet, QuickView to look at data files without opening your applications, and more. And the CD includes the full text of the Windows Resource Kit—otherwise a \$49 book. The printed documentation that comes in the box can miraculously be described as brief—if you want any indepthly-

oriented information, you want the Resource Kit.

— As with most applications, you have a choice of Manual, Tutorial, or Contextual installation. Context adds the most questions, but gives the user the most flexibility—you may want to choose it. Tutorial is a safe choice, it doesn't install everything, but you can use the Control Panel to add anything that you later discover you want. For example, the Tutorial option doesn't install the



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## Desktop Publishing Tips:

Sue-Ann Tan

**C**orel VENTURA has a number of unexplained functions for proper page layout documents, and Ventura 5 doing layout greatly simplify the pro-

cess. Among these are indexing, clip art, page and caption numbering, frame anchors, and header and footer windows. This month we look at how to display section headings in a header or footer.

Open Corel Ventura and run a new

document. Load a text file on the first page. The text file cannot be loaded in frames. Before continuing, if the Tags roll up is currently on the screen, you must close it (Double-click on a control menu—don't just roll it up.)



Use the Tagged text tool to click on a section heading. Click the right mouse button and click **Roll Up New Tag**. Create a tag and select a format for the heading. Format all the section headings with this tag.

Select **Chapter Settings** from the layout menu. Click the **Header/Footer** button. Select **Before**, **Right**, **Page Header**. Click in the **Right** field to place the heading in the right margin. Click the **First Match** icon. The tag roll-up will display. Confirm you didn't click it before creating this during layout. If that is the case, close the Chapter Settings dialog box and start over. Double-click at the section heading tag on the tag list.

To put the header on the opposite page, click **Header in Facing Pages**. Click **Enable Right Page Header** and **Enable Left Page Header**.

The **First Match** option will find the first paragraph on the page with the selected tag name. The **last match** option finds the last paragraph on the page with the selected tag name.

Select **Before**, **Right**, **Page Header**. Click in the **Right** field and click the **Page Number** icon. This places an automatic page number in the bottom of the page. Click **Header in Facing Pages**. Click **Enable Right Page Header** and **Enable Left Page Header**.

You can also insert the date and time on headers and footers. Click the clock button for the time.

Click the calendar button to display the **Date** and **Time** dialog box. Choose a format from the list, or click **Custom** to enter your own format. Click in the **Format String**. Enter M for month, d for day, y for year, t for time, or for month, a for seconds, a for milliseconds (e.g., MM/DD/YY). For various amounts of subdivisions. The sample box shows how the date and time will be printed. Click **OK**.

Insert any other and you want in the header and footer fields. Click **OK** when done. □

About the author: Sue-Ann Tan is a freelance graphic artist and desktop publisher who provides training and consultation in CorelDRAW, Corel PHOTO-PAINT, Corel TEXTURE, Microsoft Graphics PageMaker and WordPerfect. For more information on Corel PHOTO-PAINT, Corel PHOTO-PAINT or Corel VENTURA call for information on where you can get publishing tips. Telephone: (314) 794-1141.

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## Keep your old RAM with today's motherboards

Rick McLaughlin

Only a short while ago, the only RAM question we had was how much we wanted for our systems. "Will this be 4MB, 8MB, 16MB or 32MB for your computer?" was a typical question from the salesperson. Anyway, those 32MB points got knocked right off the technological drawing board. Some engineers decided to reuse the chip from a 30 pin chip to a longer 72 pin chip. So, what the heck has this to do with you? Well, have you tried upgrading your system lately? Your old RAM (commonly call SIMM Paralel) will work in the newest motherboards. These boards are designed to accept 72 pin SIMM pins, only. All those 30 pin SIMMs that you paid so dearly for, well if you're lucky your computer dealer would give you a key back, but most

people didn't even get that. They're simply told that they were outdated and are no longer of any use.

I figure the number of 30 pin SIMM chips in Canadian computers must range somewhere in the millions. If we converted that to money the figure would still be in the millions. So what do we do?? Here's the answer.

About eight months ago a few engineers at Texas developed a 72 pin converter for the 30 pin chips in 16 and 32 pin. The problem is not many people know about it.

If you had any idea of how much it costs to produce a 30 pin chip, you would probably do a double flip in a fit of rage, especially when you know what you are paying for them. The question remains how do you make your investment in the RAM? Here's what we can do.

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If you have a computer with 16 pin SIMM modules in it and they are 1MB or larger and you want to upgrade your motherboard, here's what you do. First, go to your computer dealer and ask them if they have the 16 to 72 pin converters. If they don't, then tell them you would like a rebate for your 16 pin SIMM chips. Do not take no for an answer. There is no reason that they can't accommodate your request. If they tell you they haven't heard of them or don't know where to get them, then show them this article or have them call me.

I have personally used four different types of converters and they all performed flawlessly. You won't lose any speed or performance with them and you will save hundreds of dollars.

#### Converters for the 16 to 72 pin SIMM Converter

##### What's the difference?

Other than you'll save hundreds of dollars, there is no difference. Your 16 pin RAM chips will run just as fast and smooth as they did, with the exception that they are now functioning as 72 pin chips.

The SIMM Converter Panels have been put through grueling tests and have been found to function perfectly in every case. With having the choice of in place mounts, you can save use them for proprietary RAM in some computers such as Compaq, IBM and other brand names.

##### What does a SIMM Converter do?

SIMM Converter converts your old 16 pin SIMMs to 72 pin SIMMs for use in newer motherboard designs. Simply insert four of your 16 pin SIMMs into the SIMM Converter's sockets.

##### What can use a SIMM Converter?

Anyone who has at least four 16 pin SIMM memory modules of the same capacity and a computer or printer that utilizes standard 72 pin SIMMs.

##### What types of memory will the SIMM Converter convert?

The SIMM Converter will convert all 16 pin SIMM memory. However, there may be some limitations of your 16 pin memory that will limit its conversion in your new system. These issues are addressed here.

SIMM Converter will convert any speed SIMM memory that you might have. However, the new system boards typically use 10, 20 and 33 nanosecond (ns) memory. Your system speed is limited by the slowest memory chips in your computer. This is true of ALL RAM and memory conversion on the market. Generally, the negative consequence of using some slower memory in your computer is far outweighed by the greatly increased speed you will experience by having more memory in your system. 100 ns and slower memory can still be converted but are not recommended.

SIMM Converter will convert all configurations of SIMMs. Typical configurations are by 8 (all, in non-parity memory) and by 2 (all, in non-parity memory). Other types include by 3 (all) and by 4 (all, in non-parity memory). Whatever type you have, you should have four of the same capacity SIMMs.

About the author: Mike McLaughlin is a computer consultant in Rosemead, CA and can be reached at (604) 321-6317.

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# don't get left hanging

J.D. Miller

A collage of most recently submitted stories about getting a page on the Web illustrated different Web companies and individuals who advertise themselves as Web publishers and received only these responses:

This type of response is typical of the latest developing technology known as the World Wide Web where almost anyone can now have a Web page. Of the three responses just received, two different responses are more for Web publishing which left their respective publishers of what it would receive. The third company mentioned they did not handle the type of Web page he was proposing because they only build Web sites for corporations. The only woman's simple Web site for a collection of stories.

For companies and individuals who want to utilize the advantages that an on-line Web site provides, it is the World Wide Web that is, in fact, getting on the Web can be very complicated due to the simple point and click interface of the browser used to view the Web. Many people who do utilize on-line have been told their programming Web site is very easy, "anybody can do HTML and make Web pages."

My response to this advice is simple. With the advent of WWW software, anyone could produce brochures and create their own printed materials and they do. However, not everyone can do line order systems and well designed layout or graphics for items have a good working knowledge of the printing industry and the complexities of offset versus on-demand.

Finding a good Web publisher who can offer all the advantages you might need is good advice, but how many times you want. Finding a good Web publisher who can bring you up to date on the latest Web publishing trends before the work. There are a lot of cases that need to be addressed before you launch a new company into a new and unexplored area of which you are not yet aware that need reviewing. One thing is for sure - you don't want to be left hanging as a beginner.

Regardless of who you choose to create and publish your Web site, don't be afraid to ask questions. If they are not willing to take the time to explain things to you and answer your "beginner" questions, they are probably not the ones you want doing your Web publishing. For those who want to get that company on the Web there are three areas of concern where the Internet content would be well prepared if they could ask a few simple questions.

### Web Needs

Why do you want to be on the Web? What do you hope to achieve from having a Web presence or putting together a Web event? Are you interested in on-line products, services or corporate image and branding?

Determine first what you would like to achieve with your Web site before you talk to anyone. Once you know what you would like to accomplish, a Web publisher can help you meet your objectives and you can keep your consulting costs to a minimum. Good publishers include "needs analysis" and conceptual design in meeting your needs and will include programming. Some publishers have additional charges for their time and should not be overcharging separately. Others will ask you what you want when you ask them about these things.

### Web Design

With the advent of online backgrounds, text and graphics, Web pages can now incorporate much of the color and layout available in conventional print design. You can give your pages a look that is very different.

Conceptual design of your Web site is as important as the actual information you are about to place on the Web. As your pages designed to deliver a new approach to displaying your company information or are they just another page among pages? Should you include in your webpage any you feel your site is yourself on the Web? A good example of conceptual design is Mortimer's Researcher. When you visit Mortimer's Researcher (www.mortimer.com/mortimer) it's as if you're looking at the

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# in cyberspace

status and if you make your selections you link to other pages or sites. But not there yet. Consider the advantages your site has for you. However, it is not the only way to make your site more visible. You can use a typical Web page.

Again, make sure to ask a lot of questions. Do the queries you're receiving indicate there's something in the Web page? Have you made it all for your publisher to come up with those opportunities or is it included in the price? Ask for an item by item breakdown of costs. In the Internet background, a common 10% included within your Web site? What is your share to add another image or page? Once you've determined your Web page that you are prepared to make decisions regarding what you actually can accomplish on the Web with your site and what your budget will allow.

## Technical Concerns

So now you know exactly what you want in your Web site and how it is going to look. When are you going to put it? Web pages are stored on computer hard drives (servers) which are connected to the Internet for people to access them. Every Internet service provider (ISP) has a Web server where you can "hang" your Web page. If your Web publisher is not a service you rely, additional assistance for many not to be an ISP does you (it used to find a better for them). Your costs may include everything from putting your pages on their server to monthly

fee for having a domain name (your Internet address). Generally, there is a monthly leasing fee for the space you're taking up on the server and some service providers charge for how many people access your Web pages (bandwidth). It may be extremely cheap to put your pages on a personal server but their connection to the Internet may not be of the speed you require or like. The speed of their connection to the Internet is one of the determining factors of how long it takes for your pages to drop down to front of the user. It may be better to choose a faster connection than to choose a cheaper price. Ask your Web publisher for advice if you know little about connectivity and access. Make sure you get a complete cost breakdown of all their Web services and they sound.

## So now you have an URL

You've asked a lot of questions and learned what about the World Wide Web. You decided why you want a Web site, created a strategy for your Web site and now you have it up on the Web for all to see. Now you have an URL (can you remember location? That's what it's going to tell you). Web site and how do they find it? Next month we will look at what to do with your Web address you've got now. How people find your Web site and how you can keep them coming back. ☐

About the author: J. B. Miller is web programmer/Internet Publishing. He can be reached by e-mail: jbmiller@compuserve.com

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## Frequently Asked Questions

## Windows 95 Installation &amp; Setup

Continued from page 43

3. With Disk 1 in drive A, change to that drive and copy all the files under the directory you created in step 1 by typing the following from your EXPLORER after each load:  
a copy \* \* \* c:\win95\
4. With Disk 2 in drive A, remove FRAGMENTS.CAB and NVRAM.00.CAB in the directory you created in step 3.
- When in process, Disk 4, c:\win95\Setup starts to work. 00.CAB is c:\win95\Setup

NOTE: You must use the EXTRACT command on all the disks except Disk 1, due to their format.

- If you cannot copy or extract these files, you may need replacements files.
5. Run Setup from the directory you created in step 3 rather than from Disk 1.
- a c:\win95\Setup

- Setup
- Change-time support is not working properly. If Setup cannot read Disk 2 after it reads Disk 1, try the following steps:

1. Add the appropriate line to the CONFIG.SYS file:  
For a 1 GB hard drive: A:  
SERVING=4096  
For a 1 GB hard drive: B:  
SERVING=4096

NOTE: Because the PC is not in an extended mode, MS-DOS is formatted in an extended mode. Change-time support. If the CONFIG.SYS file contains a SERVING=4096

Designs with lots of focus, justified type, clean graphics, and more.

Another point is, too often, the generic strategy/principles textbooks—pages that are cluttered up the backs of printers and graphics professionals, and without wanting to reveal secrets, there are mislabeled examples of good design. Unfortunately, computer software manuals and manuals show you how to use these programs, but not how to use them creatively or effectively.

And that's the focus of "Principles"—it's not about specific tools that most computers or individual programs, but looks at how to design pages that work—and that look good. The extensive principles of design (proportion, alignment, repetition, and contrast, and others) are in one place (and often to break the rules). So design how type, sizes, graphics, and other page elements can be put together using these principles. Each chapter includes exercises, and assignments.

There's a good reason for this type—showing designers, layout designers and all users how and where to use and where different programs can be used to make, giving them the by-line (clickable) of "One user and one user and one page".

This user book (144 pages) is attractively designed—4 columns, great to type, it would be a manual on a set of manuals, and it's just in need of a book of examples of a good word processor or desktop publishing program. □

Now, double it by placing the REM command at the beginning of the list.

2. Restart the computer and run Setup again. If Setup ends correctly (changing support is not functioning properly). Using the DRVPMAN command to the CONFIG.SYS file and remove your computer manufacturer to make sure that the computer's CMOS settings are correct.

• Virus

Microsoft Corp. says that before of an anti-virus file is finding the virus in the opening system that usually from floppy disks can be copied by a virus on their machine. However, Word itself does not copy a virus, the file only.

Meanwhile, during installation, a computer installer informs that the system has been infected and a certain ID number to the user's diskette. A virus can move to the diskette during that process.

Robert West, group product manager for Win-

dows 95, said, "Unfortunately there is just one virus that spreads that way" (the added, that viruses do not affect the CD-ROM version of Windows 95 because data can only be read from a compact disc, not written to it). Microsoft says it will replace the first version of Windows 95 for the people who encounter the problem.

Most suggested people use a virus check of their computer before installing the program. (The warning also is on the screens of the Windows 95 diskettes.) □

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## Mortimer On-Line does Windows like no other

Jason Shack

Vanover-based Mortimer On-Line is an internet service provider. They have many features on the system including, interactive online games, on-line shopping,

mail, plenty of files for downloading, an on-line intranet/interpen, as well as the Internet.

Mortimer runs under Windows, and supports Exaltador for Windows, available for downloading on your first call (using your normal communications software, such as Telnet or Procomm). This program gives you

a practical interface that far exceeds the traditional ANSI of other on-line services.

This system has 8 interactive online games, including Clonters and Scaville. Each are made efficient, allowing users to have to play in a real-time environment.

Mortimer provides 12 COM-BOs for its downloading users, including Sound and Giga Windows. With no file sizes, you can download all you want.

Probably the most popular feature of Mortimer is the Internet. Mortimer gives you a free email account with your subscription. As well as email, Mortimer provides access to other aspects of the Internet, such as the World Wide Web (WWW), the Internet Relay Chat (IRC), File Transfer Protocol (FTP) and newsgroups. Mortimer gives you all the necessary software you need to access the Internet in an organized and easy-to-use format.

Another important feature of Mortimer is the ability to do many things at once. You can be on the WWW, for example, and receive back to the 003, play in on-line games, download a file, play in on-line games, or all of the above.

For more information, contact Mortimer at (604) 294-2975 or number (604) 294-2933 online. Jason Shack is a member of Mortimer. He can be reached at [mortimer@vanoveronline.com](mailto:mortimer@vanoveronline.com).

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### Net Wags Develop New 'Yomies'

The Internet let's greatest parties on the Net has been drawing up new kinds of computer viruses. The Washington Post compiled a list of them. For instance:

- **Copied Waffly virus:** "Has 100 employees that first suddenly double to 80 employees, and then slowly separate back to 100."
- **Politically correct virus:** "Never acknowledges itself as a virus. Prefers 'volunteer macro-viruses'."
- **Adam and Eve virus:** "Takes a couple of bytes out of your Apple."
- **Ted Turner virus:** "Celebrates your membership number."
- **Government assessment virus:** "Nothing works, but all your diagnostic software says everything is fine."
- **Political harassment virus:** "Deletes your hard disk into hundreds of tiny units, each of which does precisely nothing, but all of which claim to be the most important part of your computer." □

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# Selecting a New Printer

*One of the big lies in computing has been 'the paperless office'.*

*Computer users seem to produce*

*more paper, not less... some of*

*this may be that we all have*

*seen our ideas, on paper,*

*called hard copy.*

Alan Zisman

One of the big lies in computing has been: the paperless office. Presumably, once we have these digital tools, we no longer need to put our thoughts onto paper—we can save files instead of filing papers, fax directly to other computers, send e-mail, exchange documents on disk or over the network.

Sounds good, but it doesn't seem to work that way. Maybe it's because no one really likes reading large quantities of text on screens. Certainly, once though you can buy hundreds of great works of literature on a CD disk or two, no one is likely to start up with their computer in place of a good book.

Instead, computer users seem to produce more paper, not less... some of this may be that we all want to see our ideas, on paper—on-called hard copy. And more computers make making changes easy, so that in the printed output, make some changes on-screen and print again. (When I first started with a laser printer and DTP software, I often found myself printing 50 or more test pages before finalizing a design. Slowly, I've gotten better about this.)

So a computer user without a printer seems sort of like an electric guitar player without an amplifier—looking a way to share his or her creations with the rest of the world.

Buying a printer today means more choices, and better quality, at even more affordable choices than ever before. But before going shopping, it's worthwhile to ask yourself a few questions about how you expect to use your new toy.

—Is it for personal use, small business, or a large office? A few copies now and again, or a relatively non-stop usage? Single copy

or in a network? Adult-only use, or will there be kids using it?

—do you need to print multiple-page forms? Envelopes? Unusual paper sizes?

—will you be primarily printing text? Relatively simple graphics? Photographs? Is colour a welcome frill or a real need?

—what computer platform and operating system do you use—most of the time, and some of the time? Will you be producing test pages for output that will be eventually printed professionally?

If you can answer these questions, then you're ready to think of a budget. Printers can start at a bit over \$100 for a low-resolution dot-matrix model, go close to \$10,000 for a colour laser. We'll list all the colour laser quality at an entry-level price, so be prepared to make some

compromises between what you'd like and what you can afford, in order to settle on what you really need.

Maybe we're ready to look at some options.

## Daisy-wheel and Dot-matrix

These two printer types are kind of 'impact printers'—like a typewriter, smacking bits a ribbon, making a mark on paper. Daisy-wheel, the 'letter quality printers' of the early-80s, use actual formed characters, on a translatable wheel. Dot-matrix printers produce letters out of tiny dots. Daisy wheels are hard to find today—while their print quality was excellent, they were limited to a single font and size (unless you changed the wheel to a different font or size). And they couldn't print graphics. Dot-matrix printers have lost a great deal of their former popularity, but have kept a few market niches—very low price (and low quality) printers, very high speed, industrial strength printers, and anything that needs to print on multiple-

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As dot-matrix printers have lost their former popularity among home and small-office users, budget models have filled the gap. These models are shorter, more... like dot-matrix printers, than

Some letters and graphics cut off tiny dots, but rather than hammering onto a ribbon, an ink spray tiny dots of liquid ink right onto the paper.

The trick here is to let the ink dry without smudging—ask Formulation for more custom help, but it's still a mission.

problem. Don't barely flip a page for a statement or two when it first comes out of the press! As well, different papers respond differently to the liquid ink—some, even expensive letterhead paper, may 'bleed' soaking up the ink like a mop instead. We cut some boards of news-

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- **Microsoft Word 1200** also works with a Windows 95/98 and with a 386/486/586/686/786/866/986/1086/1186/1286/1386/1486/1586/1686/1786/1886/1986/2086/2186/2286/2386/2486/2586/2686/2786/2886/2986/3086/3186/3286/3386/3486/3586/3686/3786/3886/3986/4086/4186/4286/4386/4486/4586/4686/4786/4886/4986/5086/5186/5286/5386/5486/5586/5686/5786/5886/5986/6086/6186/6286/6386/6486/6586/6686/6786/6886/6986/7086/7186/7286/7386/7486/7586/7686/7786/7886/7986/8086/8186/8286/8386/8486/8586/8686/8786/8886/8986/9086/9186/9286/9386/9486/9586/9686/9786/9886/9986/10086/10186/10286/10386/10486/10586/10686/10786/10886/10986/11086/11186/11286/11386/11486/11586/11686/11786/11886/11986/12086/12186/12286/12386/12486/12586/12686/12786/12886/12986/13086/13186/13286/13386/13486/13586/13686/13786/13886/13986/14086/14186/14286/14386/14486/14586/14686/14786/14886/14986/15086/15186/15286/15386/15486/15586/15686/15786/15886/15986/16086/16186/16286/16386/16486/16586/16686/16786/16886/16986/17086/17186/17286/17386/17486/17586/17686/17786/17886/17986/18086/18186/18286/18386/18486/18586/18686/18786/18886/18986/19086/19186/19286/19386/19486/19586/19686/19786/19886/19986/20086/20186/20286/20386/20486/20586/20686/20786/20886/20986/21086/21186/21286/21386/21486/21586/21686/21786/21886/21986/22086/22186/22286/22386/22486/22586/22686/22786/22886/22986/23086/23186/23286/23386/23486/23586/23686/23786/23886/23986/24086/24186/24286/24386/24486/24586/24686/24786/24886/24986/25086/25186/25286/25386/25486/25586/25686/25786/25886/25986/26086/26186/26286/26386/26486/26586/26686/26786/26886/26986/27086/27186/27286/27386/27486/27586/27686/27786/27886/27986/28086/28186/28286/28386/28486/28586/28686/28786/28886/28986/29086/29186/29286/29386/29486/29586/29686/29786/29886/29986/30086/30186/30286/30386/30486/30586/30686/30786/30886/30986/31086/31186/31286/31386/31486/31586/31686/31786/31886/31986/32086/32186/32286/32386/32486/32586/32686/32786/32886/32986/33086/33186/33286/33386/33486/33586/33686/33786/33886/33986/34086/34186/34286/34386/34486/34586/34686/34786/34886/34986/35086/35186/35286/35386/35486/35586/35686/35786/35886/35986/36086/36186/36286/36386/36486/36586/36686/36786/36886/36986/37086/37186/37286/37386/37486/37586/37686/37786/37886/37986/38086/38186/38286/38386/38486/38586/38686/38786/38886/38986/39086/39186/39286/39386/39486/39586/39686/39786/39886/39986/40086/40186/40286/40386/40486/40586/40686/40786/40886/40986/41086/41186/41286/41386/41486/41586/41686/41786/41886/41986/42086/42186/42286/42386/42486/42586/42686/42786/42886/42986/43086/43186/43286/43386/43486/43586/43686/43786/43886/43986/44086/44186/44286/44386/44486/44586/44686/44786/44886/44986/45086/45186/45286/45386/45486/45586/45686/45786/45886/45986/46086/46186/46286/46386/46486/46586/46686/46786/46886/46986/47086/47186/47286/47386/47486/47586/47686/47786/47886/47986/48086/48186/48286/48386/48486/48586/48686/48786/48886/48986/49086/49186/49286/49386/49486/49586/49686/49786/49886/49986/50086/50186/50286/50386/50486/50586/50686/50786/50886/50986/51086/51186/51286/51386/51486/51586/51686/51786/51886/51986/52086/52186/52286/52386/52486/52586/52686/52786/52886/52986/53086/53186/53286/53386/53486/53586/53686/53786/53886/53986/54086/54186/54286/54386/54486/54586/54686/54786/54886/54986/55086/55186/55286/55386/55486/55586/55686/55786/55886/55986/56086/56186/56286/56386/56486/56586/56686/56786/56886/56986/57086/57186/57286/57386/57486/57586/57686/57786/57886/57986/58086/58186/58286/58386/58486/58586/58686/58786/58886/58986/59086/59186/59286/59386/59486/59586/59686/59786/59886/59986/60086/60186/60286/60386/60486/60586/60686/60786/60886/60986/61086/61186/61286/61386/61486/61586/61686/61786/61886/61986/62086/62186/62286/62386/62486/62586/62686/62786/62886/62986/63086/63186/63286/63386/63486/63586/63686/63786/63886/63986/64086/64186/64286/64386/64486/64586/64686/64786/64886/64986/65086/65186/65286/65386/65486/65586/65686/65786/65886/65986/66086/66186/66286/66386/66486/66586/66686/66786/66886/66986/67086/67186/67286/67386/67486/67586/67686/67786/67886/67986/68086/68186/68286/68386/68486/68586/68686/68786/68886/68986/69086/69186/69286/69386/69486/69586/69686/69786

- **Canon Pixo 20**: small size printer (200 x 150 x 8.57 mm), has line print capability gives it a 277 dpi at 2.0 ppm, speed 180 x 180 dpi can be achieved in 200 x 180 has 4 print modes - Eco, High quality, normal and economy (20% less).

- **Canon SBC-30** uses two lens barrels, one for **RAW** and the other for **color**, means sharp drawing even when close focus. Image has bright colors and good balance with bright highlights. Resistance to blurring and vibration, using cartridge prints from lines of a lens. The **SBC-30** can print 40 photographs, transparencies, contact prints and high-gloss film, with Super-Reds 20 sheets and a paper thickness detector. It also eliminated the need for a paper selection lever. Full automatic power adapter for worldwide use, rechargeable nickel-metal hydride battery for up to 1600 shots. **SNP 5000** weighs 1.4 kg, measures 100 x 137 x 57 mm.

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1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 26



**Table 1** Demographic characteristics of study population



Category	Sub-category	Value	Unit
Total	...	...	...
	...	...	...
...	...	...	...
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The authors express their appreciation to the following:

## Selecting a New Printer

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designed for your printer, and decide whether the increased print quality is worth the cost.

It's gets occupy the low-to-middle of the price range, from just a few hundred dollars, up to \$200 or so. Today, all but a few models offer online pricing for many users. The better models have

Now different only in a name—there for custom, plus black. Three-colour mode produces a pseudo-black, by mixing all three colours. This black looks more like a dark silvergrey to my eyes. Luckily, third mode's let you replace the colour cartridge with a black one, if you want to print black and white text or graphics.

[illegible][illegible]

• **Lexmark-System LR 1.200 dpi, 18 ppm, 300x360 dpi in 400 dpi prints at 12 ppm with 1.200 dpi output of 8 ppm (SPP-62) with 4 ml RAS and 500 pages (in PrintScope Level 3 and enhanced PCL; resolution: 300 dots and duplicating system; upgrades to 32 ml RAS SmartSwitch across PrintScope or PCL and switches automatically. Cartridge prints 7.000 pages at 6% coverage; stay updated for 75.000 pages per month. One year warranty.**

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### Summary



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• **QMS magcolor 68** laser printer is a 600 x 600 dpi color laser that can print at 840 pages and 12 pages in B&W at a remarkable 100% fill rate for total page coverage in HP's Metrix 4x S&P. The magcolor 68 comes with 10 mb RAM-expandable to 64 mb plus internal HD. It has 16-Megabyte frame 20-MHz fonts. S&P for the magcolor is US\$2,999. The QMS color high resolution output. Low exposure color prints is available in the US, which comes with 17 mb RAM for 600 x 600 B&W output 300 x 300 color output 12 mb RAM can give 600 x 600 color output B&W's US\$4,999. Contact QMS 800-522-2988.

• **Brother HL-1260** series features 1,200 dpi, straight-through path, 600 sheet paper tray + 150 sheet multi-purpose tray. 12 pages use HP's laser cartridge (HP-42C) that compares with regular card from frequently oversaturating 2.0 mb RAM expandable to 24 mb with standard 12 mb SDRAM is 10 MB required for 600 dpi. Printouts output Adobe Laser 2/Emulation 2000 to 6000 resolution uses AIT (Advanced Image Technology) in enhanced shadow and HRC (high resolution control) for just maintenance of 24000 x 600 dpi. Also PCL6 and the built-in RAM or HD 3 year warranty. 4,000 pages @ 5% coverage for 1 lower cartridge at 12,000 pages using economy mode.

• **Brother HL-480** series, 600 dpi, straight-through path, 4 pages, 2 mb RAM expandable to 16 mb. Also compatible with AppleLink connector. RealScope laser 3 emulation optional. 1 year warranty consumable same as HL-400.

• **Brother HL-400** 3.0 mb RAM, maximum to 2 mb, 180 dpi, 8 pages. The 4000 color prints 2,000 pages at 5% coverage. 8,000 pages if economy mode is used, can double as Mac QuickDraw printer (must replace replacement after 6 years). For Brother printer information, contact: BTO (800) 276-0890.

But, get great quality when you called 'lower laser', but to get the best quality, be prepared to buy coated papers. And you'll find that while the printer theme has been affordable, the cost of ink and paper is relatively high, making higher cost per copy than with other less-expensive dot matrix, or even laser printers. And the cost for color pages is even higher (just the time to print them is longer—sometimes much longer. Don't be surprised if you wait half an hour for a full-color photo to print).

My personal favorite subject is Epson's Color Stylus. It's the only printer in its class that can print at 720 dpi resolution, and an output of color photos is simply spectacular. While it requires special coated paper for that quality. Epson calls this paper for much less than the special papers sold by its competitors. Each page takes a long time to print, and its price is at the high end of its class—around \$499, but if you want to print color photos, you need to compare this one to output.

Stylus have also emerged among at notebook users. There can be portable enough to take on the road, though their output tends to be somewhat lower quality than their desktop-home equivalents.

All in all, for home use, especially with kids for portable computing, or for a small business that produces relatively few pages a day, an inkjet can be a good choice.

## Laser

Laser printers use similar processes to photocopiers, using actual lasers, or in some cases, banks of LEDs (light-emitting diodes) and dry powdered toner to print onto pages. Until recently, the last been any colour you wanted, as long as it was black. But now colour lasers, using separate color cartridges, have started to appear, finally under \$10,000. At the color end, personal laser printers start around \$2500—about the same price as an average-quality ink jet.

At the low end, personal, laser features crispier print quality (even on standard paper) than inkjets, faster performance, and a lower cost per copy. But no colour. So you have a decision to make—for families, printing only a small number of pages, a color inkjet may be the better choice; more small efforts, however, will probably be better served with a personal laser.

For years, users of produced 300 dpi (dots per inch) resolution. Initially, 600 dpi has become standard in all but the lowest-end models. This higher resolution improves graphics output, but is rarely noticeable in text output. And sending a page at 600 dpi sends it faster as much data from the computer to the printer as a 300 dpi page—requiring

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## Good Records Enhance Profits, Poor Records Are Costly

Richard K. Axton

There is often a direct relationship between profitability and good recordkeeping. We have found that if businesses have not been keeping good records in recent the business history. Conversely if they have been keeping good records, there are strong and the relationship

seems to be even better the recordkeeping was a small profit owner.

I know what you are getting up a new business the initial optimism is to get out and go sales happening and growing business. Consequently setting up your books of account, doing periodic things, etc. often gets put off until later on. This is an unfortunate tendency because these activities do not bring

in income and there is really a cost when you are a bookkeeper or an accountant. However, avoiding this cost often leads to substantially heavier costs in the future.

If you wait until you have been in business for two years, to seek the services of a Chartered Accountant, you have a terrible game of catch up. Records are often not in an exact form to work with and only be incomplete. Your C.A. will charge the basic work in a bookkeeper. The bookkeeper will attempt to reconstruct data from cheque stubs, deposit slips and your memory.

There are numerous signs of just this situation. The recordkeeping was likely done in the bookkeeper will commonly be telling you and asking what particular transactions with detail of an including records. In the meantime every firm does of what we did two months ago, next month two years. Consequently, a deposit which may either be substantially down (which is a sale may be available). This third is a case in giving through your personal banking records in the if you want a change in that regard, you need the books. Even then that may not be accurate. Moreover, if Revenue Canada doesn't find that particular year's data interpretation is about documentary evidence may be different than yours.

Again from the difficulties of bringing the records up to date, you have lost substantial flexibility in your planning. Your choice of potential will be about randomly as opposed to previously. Your C.A. is looking to see what you are doing to change you the best to represent in front of the tax man. I had this firm leader in the big company, you would have had your own. For example the money you have taken out of the business will have to be dealt with. If you are unemployed you have lost your flexibility with respect to planning a year and hence. Last thing of course tax returns will result in interest on late filing and possible penalties that was outstanding. Good planning in advance might have reduced or avoided the tax but after the fact costs.

Provincial Sales Tax and Goods and Services Tax returns which are late will result in a liability along with late filing penalties and interest. There will be further penalties if provincial governments had been payable and were not paid. This is a costly and painful exercise which takes far more time and energy than maintaining the books.

If on the other hand, you spend the small amount involved in set up a primary recordkeeping system in the beginning, you will avoid the agony of what I have described above. This is not simply a matter of setting up the system but also maintaining it. I have seen situations where people have the best of intentions but either they are not capable of doing it themselves or get discouraged. My recommendation is to hire a bookkeeper on a part-time basis to do your bookkeeping monthly or even less until you are "The bookkeeper is being paid to do it and should get a drive because it is his or her job. On the other hand as a business person, if a customer or client calls and you are doing this work you know what is going to get priority.

I can think of clients who have actually done the recordkeeping themselves and done it well. Eventually they have dropped it or someone else because they thought that they can make more money doing what they do best leaving the business to a bookkeeper to ensure they make the most of a profit center because the business becomes more profitable by focusing the money's energies on running the business and dealing with customers and clients rather than the recordkeeping. This does not mean that if you are a owner or operator you should completely abandon the job to someone else. Your bookkeeper should be providing monthly reports to you which you be able to explain results.

The monthly reports are also useful for your Chartered Accountant to explain how or how to advise you on the saving strategies. Your C.A. will be looking at the forms issued at the time and will evaluate what is all the more profitability of your business, status, what you get to keep after talking with Revenue Canada. If your C.A. is working on a margin level, you are going to realize you are getting

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# the vicious world of Macintosh Clones

Jason Delany

I have been almost a year since Apple introduced that tiny, round, beige Macintosh clone, yes, the most often, there are few viable products available today. There have been machines available almost from the beginning, through Daytime Digital and Radius, but the real effort by Power Computing in the marketplace, and even applicable to those of us who do not engage in such colorful activities as digital video multi-track and machine data production, remains for which Daytime Digital's and Radius's machines were specifically designed.

Power Computing seems to have found out the hard way, that in Apple's CDD (Macintosh) space of last fall, where he stated that "everybody can produce Macintoshes as a lower cost than Apple's". Since Apple has had the power to perfect the Macintosh production process, it seems like a logical extension. While Power Computing has launched a respectable marketing campaign,

they have failed to grab sufficient market share as yet for a number of reasons.

Power Computing's entry level Macintosh-compatible, a 180MHz PowerPC 601 which is installed with 8MB of RAM, a 340MB Hard Drive, a Quad Speed CD-ROM, three disk drives, and a selection of software, sells for \$1,999.95, or roughly 30% less than Apple's initial Power Macintosh 7200/90 with 8MB of RAM, a 500MB Hard Drive, a Quad Speed CD-ROM and three PC/AT-style drives. You can save a few bucks by buying a clone, but Macintosh owners as a group have traditionally been a bit more concerned with quality rather than price, and have never been as price conscious as PC owners.



that's why they bought Macintosh in the desktop Apple computers tend to be the most brand loyal computer users in the industry and they expect to pay a premium for quality that accompanies the Apple brand name. The potential for a few dollars will do little to convert the masses, especially those Power clones.

Computing's primary target market is business users, who are even less price sensitive than consumers.

While Power Computing has built a reputation that seems to be as dependable as a Macintosh, it is not enough in any way, other than the fact that it is less expensive. Since all Power Computing machines are shipped from Texas, and in the shipping and handling charges, and the price gap between the Canadian market compared to where a Power Macintosh would cost at the Apple dealer down the street - and you don't have to ship a computer for service, so the you have to call a long distance number at a different time zone for support. It will probably take a while for you to get the Macintosh. If you get Power Computing's clone over time down, you can save the trouble of the initial support you need, or shipping charges back to Texas, and you may lose thousands of dollars in discounts.

Power Computing's biggest mistake is its inability to provide a solid program for resellers, which is necessary for any companies to be successful. Power Computing has chosen to follow the example of Dell, providing products and services directly to end users via telephone and mail order, and has all but shunned any form of reseller distribution. At a profit margin as potentially higher, this direct distribution forces Power Computing's resellers in the marketplace to only sell direct, or taking Macintosh users (and Power Computing's only advertising vehicle seems to be Mac Mail) would suggest that Power Computing completely ignores out to the opportunity presented by the billions of currently upgrading PC users - it makes that so no dealers have been accepting for several months. If you don't find a dealer for PC users Mac-like, why don't you buy a Mac in the first place? In speaking with Power Computing, the lack of dealer distribution is simply a profit issue. Since they would have to offer a discount to dealers, and with Power Computing already selling close to break-even, there just isn't any room to move for dealers. When I speak with one of Power Computing's representatives, he said

that the best they could offer right now would be about 2% off their list price (I agreed to purchase 500 Power Computing clones over the next year, and then they might be able to increase that to 4% off) was able to do over a thousand. While margins have decreased drastically during the year I have been with the company, this is still hardly as low as the dealer's to keep inventory, in some market the product. From experience don't let the market products below 12%.

Power Computing will not succeed in its present state simply because it does not have the resources or the experience necessary to succeed in the Macintosh market. Power Computing is attempting to compete against Apple's own price alone, and when you compare head-on with Apple, you are not only out of the market, you are out of the market. As resellers it's something we have all learned in competing with competitors, and it's why we have been able to survive with higher prices - by offering the added value that competitors cannot. Since there are no value-added features in Power Computing's clones, no direct marketing strategy, and Power Computing is either unable or unwilling to distribute through dealers capable of providing the added value, Power Computing will never displace Daytime Digital and Radius as a reseller, although small players in the Macintosh-compatible game, will continue to grow and develop slowly in their established niches through their connections, through experience in the Macintosh market, and their relationship with their dealers.

Simply anyone will get a right now. The "Finger" product, aimed to be released this Christmas, will be a perfect fit in the Macintosh market. For those reasons, Apple is another Macintosh-compatible which covers a specific, and very profitable niche - the video game market. Theoretically, Apple, which will look similar to a large CD, will run standard Macintosh CD-ROM's simply by copying them in - no modifications or no double-clicking required, and at a competitive price in the \$499 range. The result will be a huge increase in the number of games available for Macintosh users, and as a result more attention in the Macintosh is the consumer game channel - a category Dell competitors have always been the leader in simply due to the sheer number of game titles available.

Many Macintosh-compatible products featuring added value and functionality will arrive over the coming months, but unless Power Computing changes its focus and expands the functionality and reliability of its clones, it won't be around to produce them.

About the author: Jason Delany is the President of Mac Station, an Apple Authorized Dealer in Apple Ridge, TX. You can be reached at jason@delany.com or jason@macstation.com

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# The Big Mac Attacks When Orwell was big...

Grainne Kennedy

When Steve Wozniak created the Apple computer, he developed an affordable consumer computer which took off after VisiCalc, a spreadsheet, gave people an application and reason to buy computers. (There are no growing market and no opportunity to meet it, in case the Apple chain, the Franklin, Chicago, and Promagist which offered more features and lower prices. Apple wouldn't build computers cheaper and refuse to license on Apple share. Apple took hard action against the clones and rewarded the early producers. Apple produced that high quality production and control of the hardware design would produce a proven product and make higher margins. In 1984, another Steve Jobs introduced the Macintosh, and Apple became a household name.

## Ten Years After...

IBM made the PC market enormous, IBM sales through Microsoft made DOS available and sales continue to lead most of the hardware to come later and Microsoft the standard for PCs.

By 1994, 10% of all personal computers will be manufactured by Apple Computer. Apple was suffering from the same problems. Demand was down since what Apple's business could produce. Delays in delivering computers to retailers resulted in mistakes. Apple and IBM's market share have both suffered in the ready-to-use PC share, and Apple's new models released an attempt to reverse the trend.

## Today

Apple is struggling in the ordinary standard PC market on the home Mac for home performance and because they are a market, they are less likely to be the market but it is addition, Apple is looking at the Mac OS to computers to manufacture Macintosh clones. At the same time we have witnessed the evolution of IBM's technology (operational for years) into the new Mac models running the Power PC 680 chip.

Last year's introduction, addition was the 68000, 68010, 68015, 68020, 68030, 68040, 68050, 68060, 68070, 68080, 68090, 68100, 68110, 68120, 68130, 68140, 68150, 68160, 68170, 68180, 68190, 68200, 68210, 68220, 68230, 68240, 68250, 68260, 68270, 68280, 68290, 68300, 68310, 68320, 68330, 68340, 68350, 68360, 68370, 68380, 68390, 68400, 68410, 68420, 68430, 68440, 68450, 68460, 68470, 68480, 68490, 68500, 68510, 68520, 68530, 68540, 68550, 68560, 68570, 68580, 68590, 68600, 68610, 68620, 68630, 68640, 68650, 68660, 68670, 68680, 68690, 68700, 68710, 68720, 68730, 68740, 68750, 68760, 68770, 68780, 68790, 68800, 68810, 68820, 68830, 68840, 68850, 68860, 68870, 68880, 68890, 68900, 68910, 68920, 68930, 68940, 68950, 68960, 68970, 68980, 68990, 69000, 69010, 69020, 69030, 69040, 69050, 69060, 69070, 69080, 69090, 69100, 69110, 69120, 69130, 69140, 69150, 69160, 69170, 69180, 69190, 69200, 69210, 69220, 69230, 69240, 69250, 69260, 69270, 69280, 69290, 69300, 69310, 69320, 69330, 69340, 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三、現在市售的電腦上所有的新硬  
對一般使用者來說都有大大的幫助。因為  
近來大容量硬碟大減價，隨便5400轉的  
硬碟已經是目前最便宜的商品。5400轉  
下的轉速，對一般使用者，其實就該是  
夠用。所以，我們現在市面上所見，不  
是不大，這種硬碟的賣量也絕對是很大。

因透過網路購物，往往不容易搭配上理想的軟體組合，但最近有公司「散佈」出一些可以搭配使用的「免費 Internet」網路瀏覽器，而使用電腦的人都不會不試一下上頭，而這種軟體是上網即可使用的另外「免費」軟體，在電腦市場上跟軟體公司合適，一個是 14 4 畫面的，現在使用時較困難，一個是在 3 英寸左，另一種使用時的時間是 5 分鐘的，價格的差別不大，對於電腦上 Internet 是新的用戶，14 4 的瀏覽器更適用了，決非你每天都在 Internet 上吃垃圾而不知道網路的另外世界了，否則請去試試吧，地址：<http://www.486.com/486.htm>

除了數據機以外，同個圖形不同的MODEM自己就再輸入電腦上不可缺少的一部分，現在大部分電腦都以MODEM方式運行（有利於數據安裝和保存）一會電腦如果沒有光碟機則是無法安裝電腦的。

調劑及擴大都會區到本縣範圍。多條鐵路通平本平光鐵路、新站卡嘴站、以新出爐的DPC111鋼筋灰改良土、4種改良土層層取道的非地卡及四條優先光鐵路目的對地選擇。由于喇叭、對地選擇人的數目及主圖範圍而定。轉地的場可也會影響到喇叭的功率的選擇。喇叭僅能區二十幾已和上平光2500。

六、最後，我們回到一下消費兒國——新加坡和馬來西亞。這兩個地方，一些大型的電器公司均設有分公司，將一些名牌電器運到。大公司一般設在檳城和吉隆坡。小電器零售店大多以經營他們自己的產品為實業為主，電器上櫃的品類大體都是不過是外來電器廠的配件，其中配件大多都是從國外直接來生產廠的品類。目前，新加坡和馬來西亞，電器的品類在數量上還不如大陸的大廈、商場，名牌產品所配用的零件質量并不一定高。由於各大電器店和生產商一般不掛牌，它們所配用的零件就難以區分，因此，消費者在

成鋼對投資的產品，但是他們的最大優勢是來自於軟件生產。得到軟件公司開發專用的軟件使用權。因此，大部分品牌電腦都預裝許多應用軟件，而在價格上並沒有增加太多。

● 電機買賣公司：售出的電腦大區外都  
● 購進的電腦已過期淘汰的，不願買

圖有圖大行處。首先是其配備的零件比較先進。一般業者就是每天從國外購進原料,因此所使用的零件和組裝機大都是最新設計和廠家技高的產品。有人會問,這種電腦的安裝是否可像「電腦技術培訓」每天的花花綠綠電機學化,絕大部位零件的維修及改造,不會太困難,以

一個特點是便于升級。一般電腦車賣店都設有簡單現成的續單和升級單。因此，買次你盤升級時，不論新到哪一家電腦店都該讓他們幫你升級。但是別信名牌產品為了在重量生產材料降低成本而為了外觀造假而不以質量為伴。這對於電腦產品可是很危險的。

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[illegible]

Figure 1



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